https://www.sciwise.ca/job/technical-sales-engineer-nuclear-safety/

Technical Sales Engineer – Abu Dhabi

Job Type

Sales/Marketing

Job Location
Ontario, Canada

Date posted
February 12, 2024

Description

About the Opportunity

Do you have a passion for safety, technology and helping people? Do you have a keen eye for opportunities and want to build your career at a small dynamic firm where you can grow with the company? SciWise is looking for a detail-oriented self-starter to expand our technical sales engineering team focused on providing solutions to support safety in the nuclear industry, primarily nuclear power plants.

Our ideal candidate is a health physicist or nuclear engineer or a recent/soon-to-be graduate of a program in health physics, nuclear physics or nuclear engineering who is excited to move into technical sales. With a focus on customer support excellence you are driven by curiosity, excellent active listening skills and a true desire to understand industry needs in order to find the right solutions and make appropriate suggestions for improvement. You are confident, patient and have a talent for building and sustaining networks. You thrive in an environment where you have the opportunity for continuous learning and growing and sustaining trust-based relationships.

The technical sales engineer's responsibilities include product demonstrations, networking with clients, expanding sales territories, promoting SciWise at seminars and trade exhibitions, conducting research and increasing your knowledge of technical products. Product knowledge and sales training will be provided.

SciWise Solutions

We are a dynamic and innovative Canadian technology company dedicated to revolutionizing the nuclear industries through providing cutting-edge scientific and engineering solutions to enhance safety.

SciWise is committed to being an equal opportunity employer.

Responsibilities

- Maintaining strong professional relationships with existing clients and building new client relationships to become a trusted advisor and expand sales territories.
- Identifying and expanding on customer needs to ably advise them of the products and services that best meet their requirements.
- Communicating technical product specifications and keeping up-to-date with new company products as well as nuclear industry trends.
- Attending conferences, lectures, seminars and workshops to improve your skills and knowledge.
- Communicating complex technical information in easy-to-understand terms during product demonstrations and post-sales customer support.
- Generating quotations for customers, and submitting competitive proposals to bid on providing solutions to potential clients.

- Updating orders and sales and negotiating favourable contract terms.
- Following-up, pursuing and closing leads.

Qualifications

- Bachelor’s degree or higher in nuclear engineering, health physics, nuclear physics or related discipline.
- Strong analytical and interpersonal skills with a passion for customer service.
- Excellent ability to multi-task, organize your time and prioritize work.
- Strong negotiating and problem-solving skills.
- Strong desire to close sales, win opportunities and grow the business.
- A professional appearance when representing the company.
- Excellent written and verbal communication skills
- A valid driver’s licence and access to a car.
- The working language is English. French is an asset.

Job Benefits
Extended health benefits

Compensation:

Competitive Base Salary plus Sales Incentive Plan

Location:

Fully remote. Regular travel is required to meet clients in the Abu Dhabi, UAE.